

## Message Text

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ACTION NEA-09

INFO OCT-01 EUR-12 ISO-00 EB-07 /029 W

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R 090650Z MAR 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2679

INFO AMEMBASSY THE HAGUE

USDOC WASHDC

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E.O. 11652: N/A

TAGS: BTIO, TC

SUBJ: ABU DHABI WATER PIPELINE PROJECT

REF: (A) ABU DHABI 346 (B) STATE 48252

1. RECENT CONVERSATION WITH LOCAL HOWARD-HARBERT REPRESENTATIVE (THOMAIR INTERNATIONAL) CORRECTED INFORMATION REF A. BIDS REPORTED PARA 1 REF A ITEMS A AND E SHOULD HAVE BEEN REVERSED: THAT IS, CCC BID DH 128 MILLION (\$32.4 MILLION) FOR DUCTILE IRON PIPE FROM KUBOTA, JAPAN. HIGHER BID (ITEM E) WAS FOR COMBINATION DUCTILE IRON AND CEMENT-ASBESTOS.

2. BEFORE RECEIPT REF B, AMBASSADOR MENTIONED HOWARD-HARBERT-ACIP BID WITH SHAIKH SOROUR, CHAIRMAN OF ABU DHABI DEPT WATER AND ELECTRICITY (DWE). SHAIKH SOROUR AWARE OF PROJECT AND AWARE THAT U.S. PIPE MUCH HIGHER QUALITY ALTHOUGH MORE EXPENSIVE. EMBASSY WILL OF COURSE CONTINUE SUPPORTING U.S. BIDDERS AT EVERY OPPORTUNITY.

3. TECHNICAL QUESTIONS VERY COMPLEX, BUT THOMAIR'S PAKISTANI ENGINEERS DOING EXCELLENT JOB OF PROVIDING TECHNICAL SUPPORT AND DATA FOR PRICE-QUALITY COMPARISONS. ALTHOUGH KUBOTA PIPE DOES NOT MEET BID SPECIFICATIONS (WHICH WERE WRITTEN VIRTUALLY TO ORDER OF ACIP) IT DOES MEET DWE'S NEEDS FOR PRESSURE

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AND SIZE. EMBASSY AND THOMAIR HAVE BEEN USING ARGUMENT

OF DURABILITY THICKER U.S. PIPE WHICH WILL LAST AN ESTIMATED TWENTY YEARS LONGER, AND HAVE BEEN ENCOURAGING SHAIKH SOROUR TO BUY BEST MATERIAL AVAILABLE DESPITE HIGHER COST.

4. EMBASSY SEES NO NEED HOWARD-HARBERT-ACIP GROUP TO COME TO ABU DHABI BEFORE MARCH 12 WHEN TOBADIN SUBMITS RECOMMENDATIONS, BUT CONSIDER IT EXCELLENT IDEA FOR REPRESENTATIVES TO BE PRESENT HERE AFTER CONSULTANT'S SUBMISSION.

5. COMMENT: PERFORMANCE OF U.S. GROUP AND ITS LOCAL REPRESENTATIVE HAS BEEN EXCELLENT. THOROUGHNESS OF THEIR BIDDING AND THEIR WILLINGNESS TO SPEND TIME AND EFFORT TO WIN THIS PROFITABLE CONTRACT HAS BEEN MOST REFRESHING CHANGE FROM USUAL HIT-AND-RUN METHODS. BIDDERS CERTAINLY WELL AWARE OF COMPETITORS' METHODS LISTED PARA 6 REF B, AND ARE PREPARED COUNTER SUCH TACTICS.  
STERNER

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